



Manager, Nonprofit and Community Partnerships

Conqur Endurance Group (“Conqur”), a subsidiary of McCourt Global, is a global endurance brand that channels the vibrancy of Los Angeles into experiences for individual and communities to exceed extraordinary limits. The Skechers Performance Los Angeles Marathon, held each March, is among the largest marathons in the United States with more than 25,000 participants, thousands of volunteers, and hundreds of thousands of spectators. In addition to the marquee event, Conqur produces the Santa Monica Classic 5K/10K in September, the LA BIG 5K in March, and the Pasadena Half Marathon & 5K at the Rose Bowl in January

This position reports to the Senior Director of Operations. The Manager must understand and appreciate charitable fundraising through endurance events and has the proven experience necessary to grow the Conqur charity programs.

This position is principally responsible for managing the thriving Conqur charity programs and overseeing the management of all community relations, on-course entertainment and charity presence at all events.

Major Responsibilities (including, but not limited to):

- Manage the 70+ official charities that partner with the Skechers Performance Los Angeles Marathon as a fundraising platform for their charitable fundraising.
- Manage the charitable efforts and relationships for all events within the Conqur portfolio.
- Organize and host Charity partner meetings that discuss best practices, fundraising techniques, race day logistics, etc.
- Communicate with the four municipalities (incl. City Councils) and all communities that make up the Skechers Performance Los Angeles Marathon course, as well the host communities for our other events providing general information on street closures, route maps, entertainment, etc. to the appropriate staff of each jurisdiction.
- Communicate with and mitigate the impact of street closures on places of worship affected by our race courses and be the external point of contact with these places of worship.
- Work directly with graphic designer and printer to design and create all print, online and web based maps, notifications and brochures required for each event. Keep all event related websites updated with applicable information.
- Work with all internal departments to assign the mile locations on the marathon route to all the entertainment organizations, stages, sponsor activations, etc. Assign locations for all participating radio stations, food trucks, and cheer zones for placement-along the course. The position will be responsible for being the clearinghouse for all official activities on the marathon route.
- Create and coordinate activities along the course that generate increased spectator presence and community involvement along our race courses.
- Oversee management of all youth fitness initiatives including the relationships with Students Run LA and LAUSD (26th Mile Program) and our race day kids’ fun runs.

Key Role Requirements/Skills and Experience:

- Bachelor's degree is preferred
- 3 to 5 years' experience working in some combination of a non-profit environment, event management and/or fundraising
- Knowledge of and interest in running/endurance sports a plus
- Highly organized with strong project management skills, able to manage and prioritize multiple projects/deadlines efficiently
- Excellent verbal, written and presentation skills
- Passion and strategy to increase the overall charitable donations
- Sound judgment when responding to inquiries from charities, community groups, etc.
- Polished, professional interpersonal skills, both internally and externally
- Positive team-player, willing to learn and interested in working at a dynamic organization
- Self-starter who enjoys working in an active and passionate environment
- Ability to work weekends and extended hours as needed

Competencies:

- **Fostering Teamwork:** The ability and desire to work cooperatively with others on a team; interest, skill, and success in getting groups to work together cooperatively
- **Communication:** Expresses self clearly in conversations and interactions with others and in business writing and presentations to effectively reach the audience. Tailors the content of their communications to the level and experience of the audience. Excellent communication and organizational skills. Poise and ability to present with conviction one-on-one or to a group
- **Thoroughness:** Ensures that one's work is complete and accurate. Carefully reviews and checks the accuracy of information generally and in work reports
- **Initiative:** An innovative, energetic and self-motivated attitude. Identifies what needs to be done and does it before being asked to or required by the situation. Does more than what is normally required in a situation
- **Stress Management:** Is comfortable managing and executing multiple projects & priorities while delivering high level results. Has ability to keep functioning effectively and remains calm under pressure; can effectively handle several problems or tasks at once.
- **Demeanor:** Must have ability to (re)present CONQUR professionally as it relates to conduct, behavior and appearance/attire.
- **Collaboration:** Develops, maintain, and strengthens collaborative relationships inside and outside the organization.
- **Results Orientation:** Prioritizes projects to meet required deadlines. Carefully manages several projects at once, focusing on the desired end result of one's work.
- **Flexibility:** Open to different and new ways of doing things; willing to modify one's preferred way of doing things.
- **Adaptability:** Adaptable to the changing nature of the business.

Qualified candidates are encouraged to email cover letter, resume and salary requirements to info@goconqur.com. Only resumes with salary requirements will be considered. Please, no phone calls.